

Fig. 1

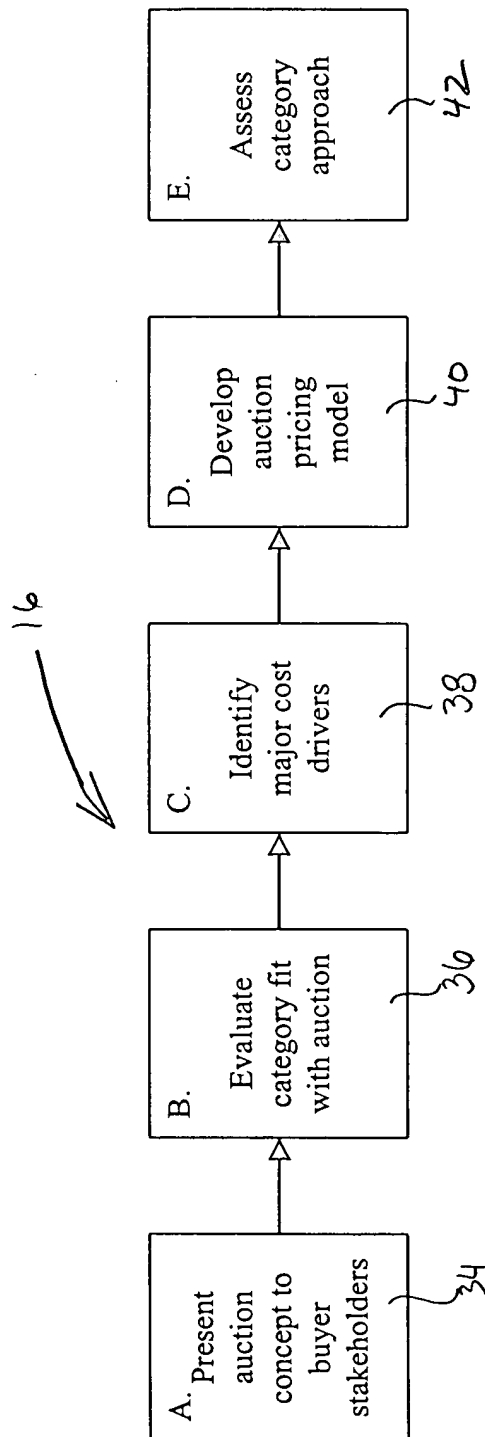


Fig. 2

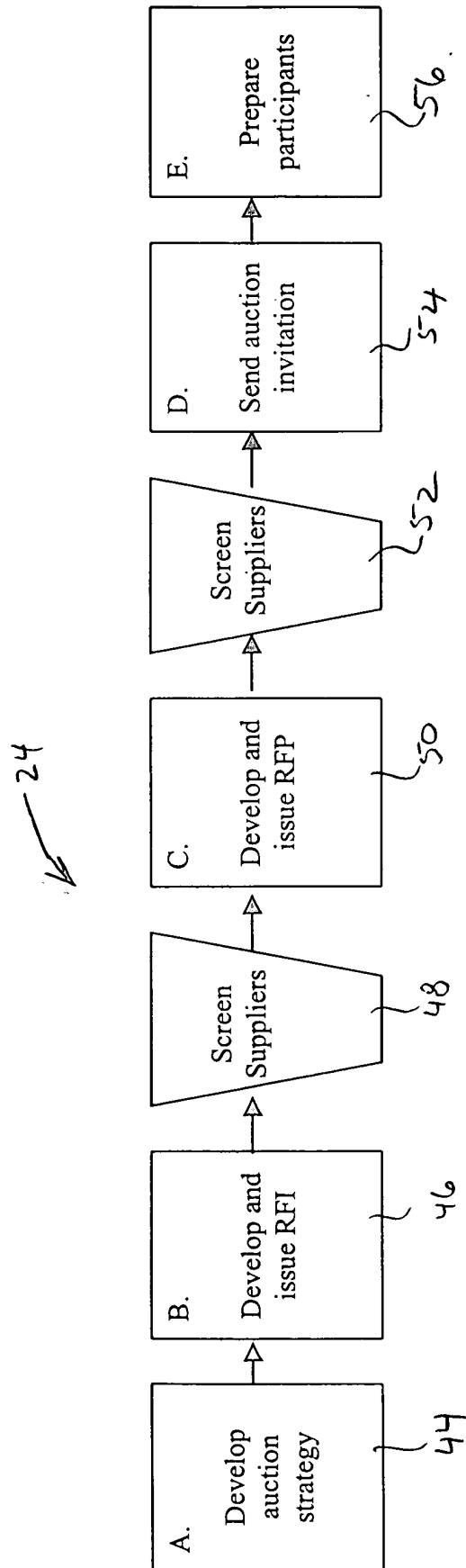


Fig. 3

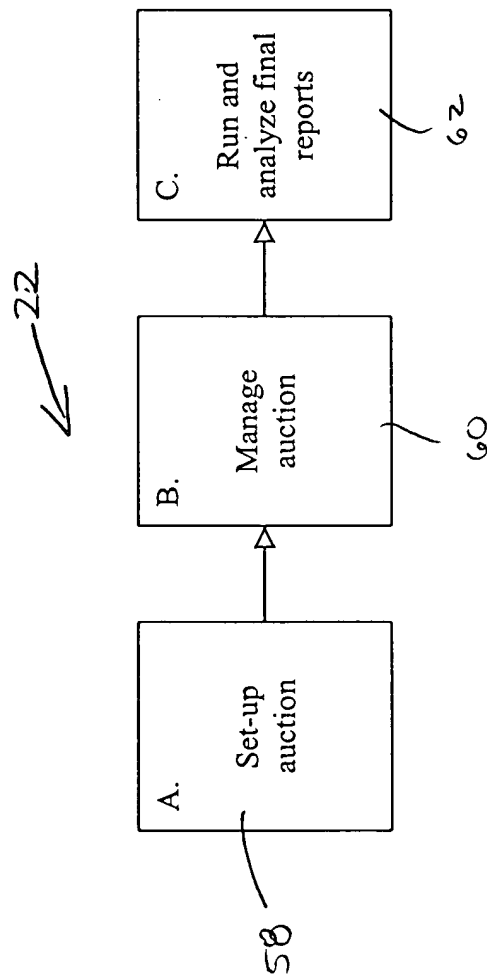


Fig. 4

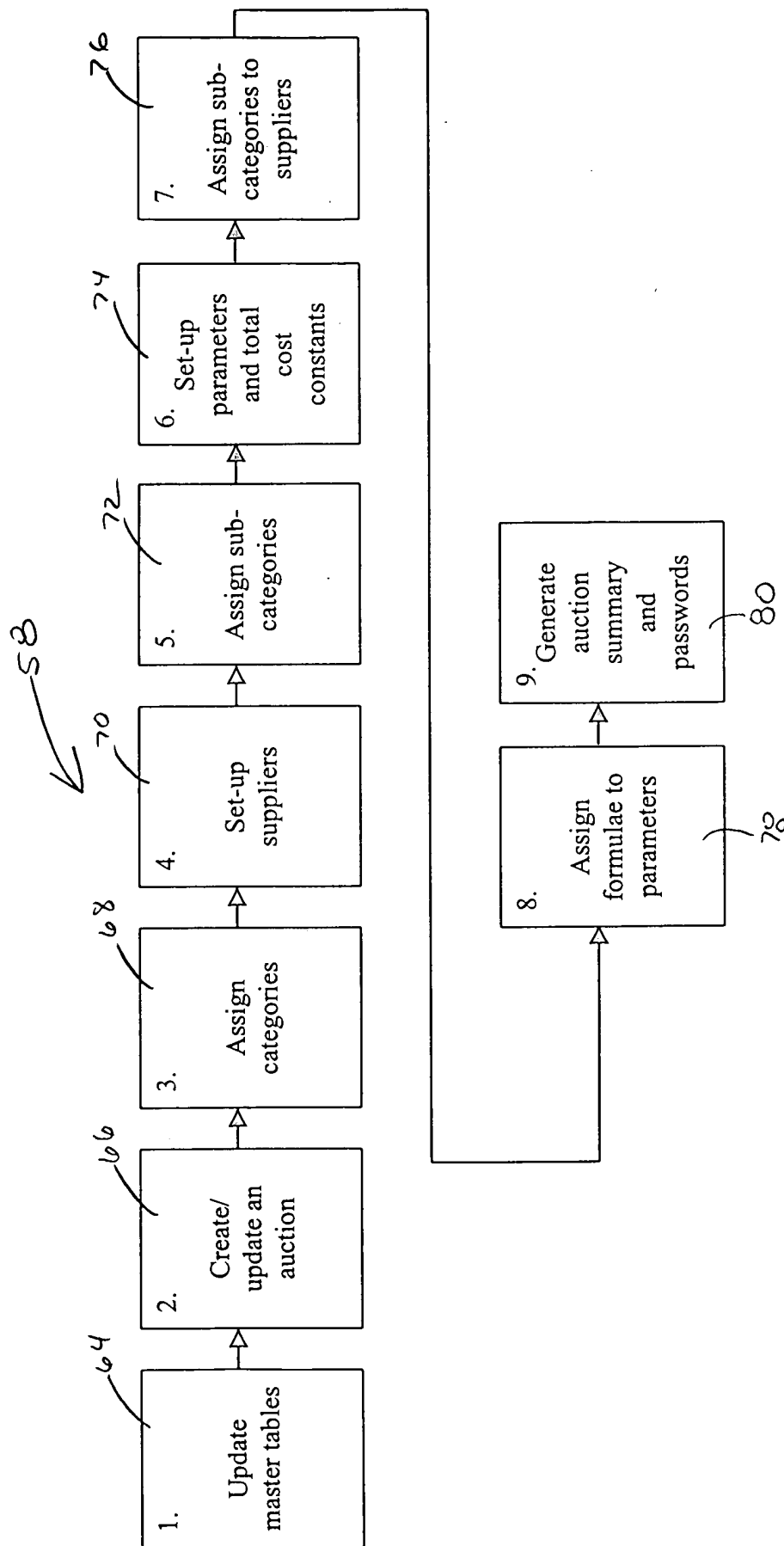
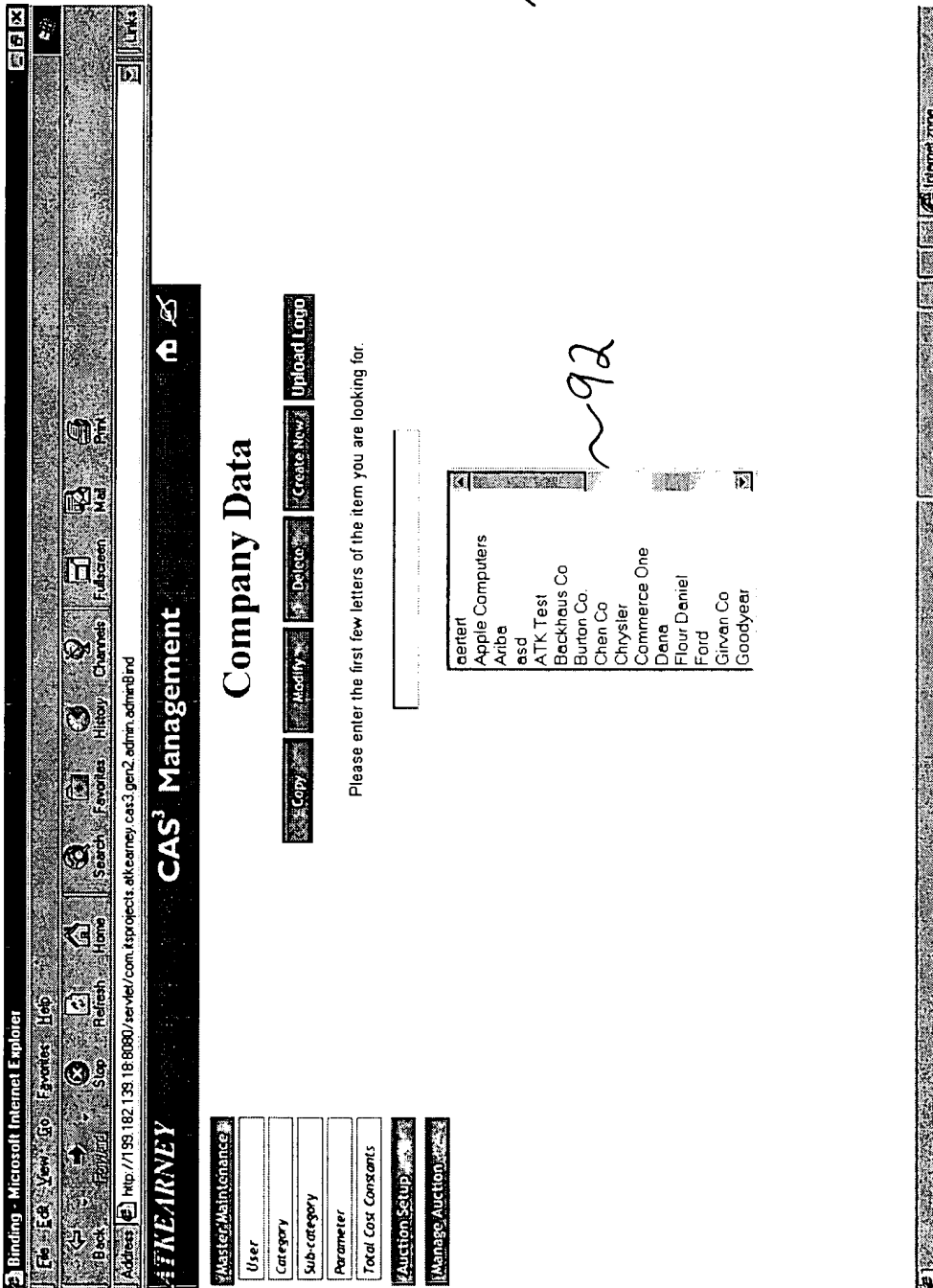


Fig. 6



[illegible]^a indicates mandatory fields.

Fig. 8

Microsoft Internet Explorer

Address: http://193.182.139.18:8080/server/conn.jsp?objects.alkearney.cat3.gen2.admin.adminBind

CAS Management

Category Master

Name *

Description

Create New

Master Maintenance

User

Category

Sub-category

Parameter

Total Cost Constants

Auction Setup

Manage Auction

Internet zone

* indicates mandatory fields.

~96

Fig. 9

Microsoft Internet Explorer
 Address: http://193.182.139.1680800/server/com.kspjects.atk.earney.cas3.gen2.adm.htm
 Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Print

CAS³ Management

Subcategory Master

Name *
 Description

Select Categories
 160/40 RV
 200/20
 I-Purchasing Content
 I-Purchasing License Fees
 I-Purchasing SI

Select Categories
 >> <<

Create Now

Master Maintenance
 User
 Category
 Sub-category
 Parameter
 Total Cost Constants
 Auction Setup
 Manage Auction

Internet zone

* indicates mandatory fields.

~98

Fig. 10

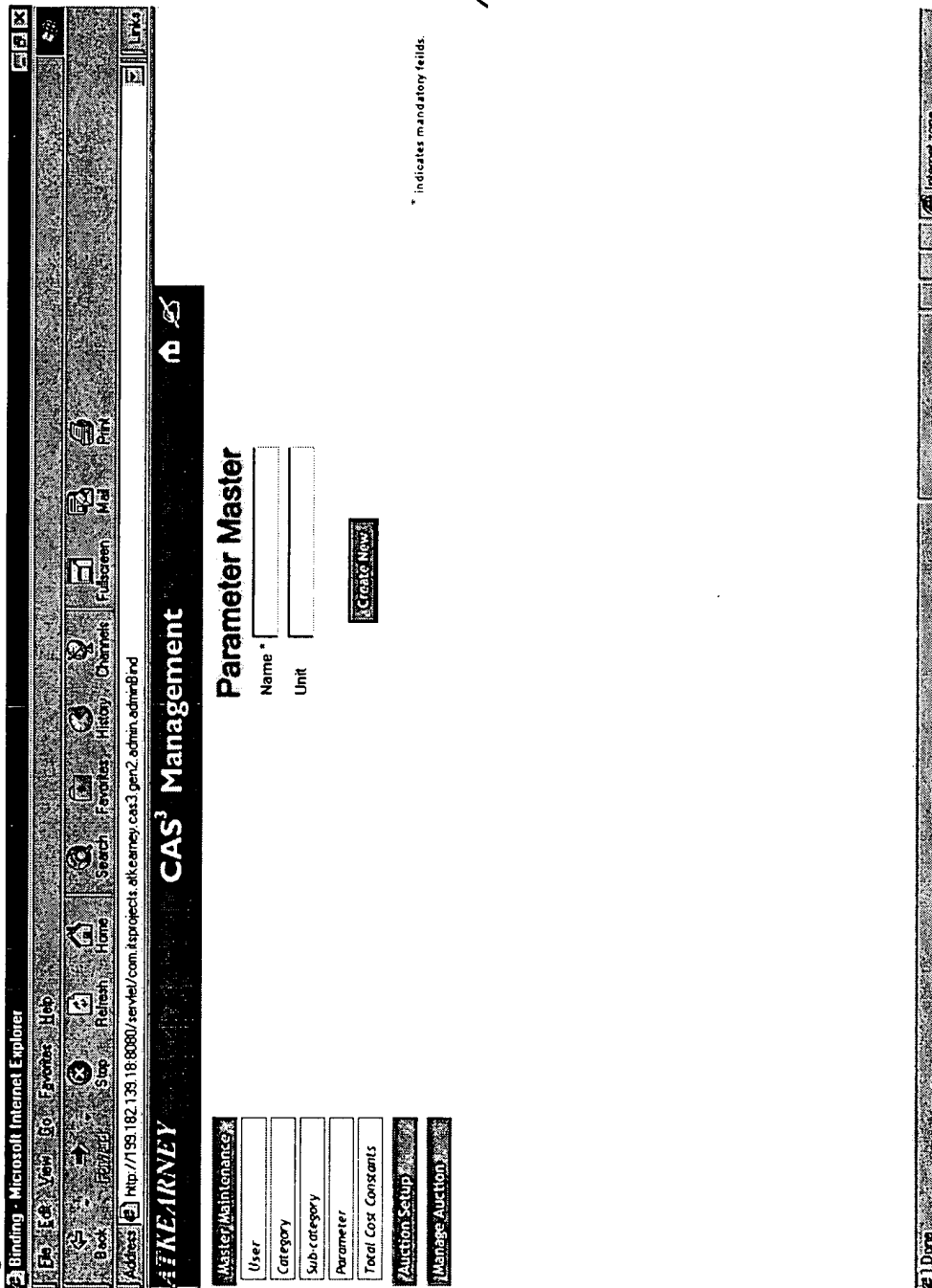


Fig. 11

Fig. 11 shows a screenshot of a web browser (Microsoft Internet Explorer) displaying the "CAS Management" interface. The browser's address bar shows the URL: `http://193.182.135.18:8000/service/com.jsp?project=atlcooney.cas3.gen2.admin.adm8nd`. The page title is "CAS Management".

The main content area displays the "CONSTANTS MASTER (for Total Cost)" section. It includes a sidebar on the left with navigation links: "Master/Maintenance", "User", "Category", "Sub-category", "Parameter", "Total Cost Constants", "Auction Setup", and "Manage Auction".

The main content area contains two columns: "Select Parameters" and "Selected Parameters". The "Select Parameters" column lists the following parameters: "I-Purch Lic Annual", "Interest Rate", "Price", "SI fixed bid", and "Test Parameter". The "Selected Parameters" column is currently empty. There are buttons for "Create New" and "Delete" between the two columns.

Below the "Selected Parameters" column, there is a note: "* indicates mandatory fields." The browser's status bar at the bottom shows "Done" and "Internet zone".

Fig. 12A

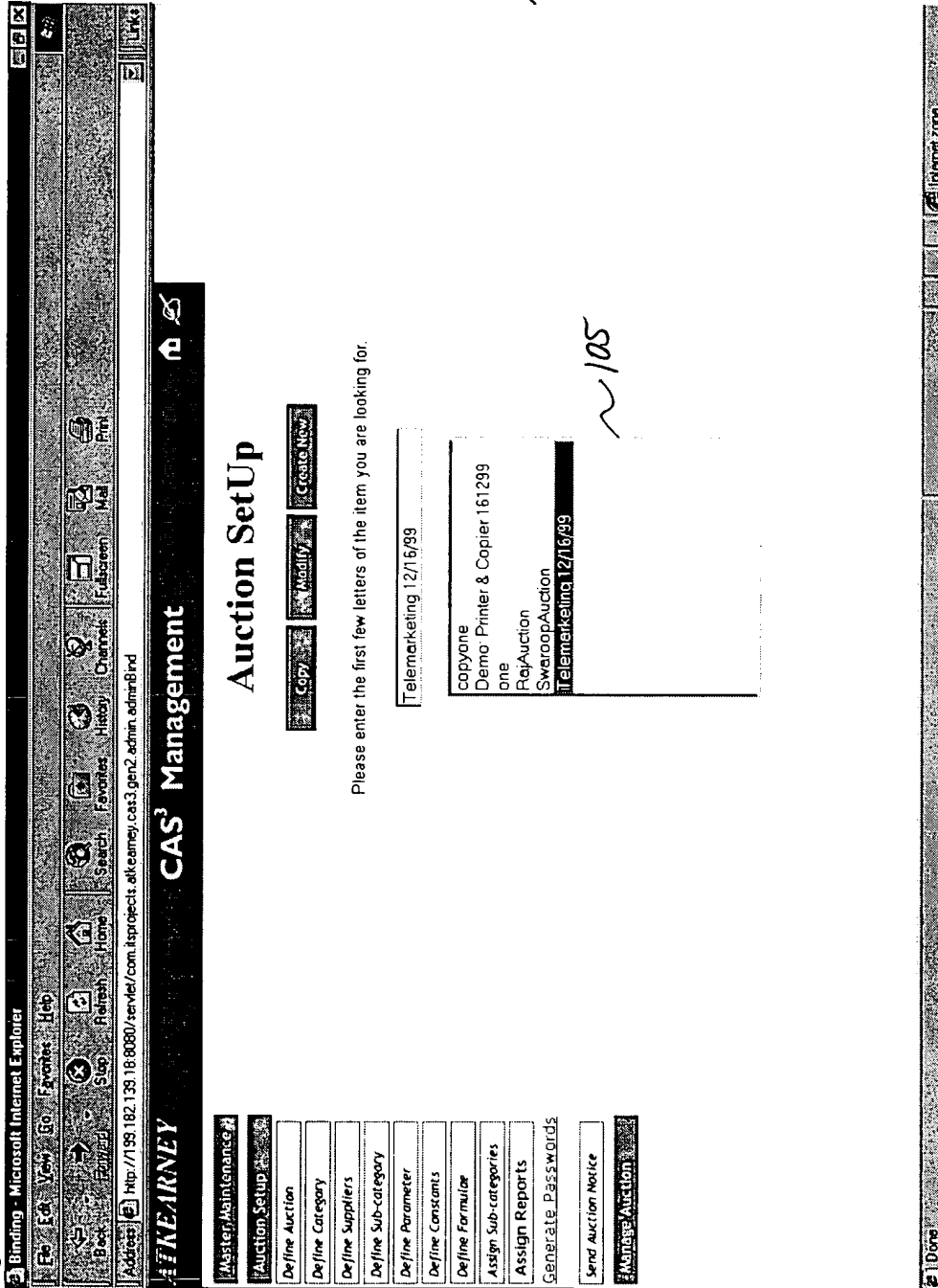


Fig. 12B

Binding - Microsoft Internet Explorer

Address: http://193.182.138.8080/server/com.kprojects.alicearney.ca3.gen2.admin.admrbnd

ALICEARNEY CAS' Management

Master Maintenance

Auction Setup

Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction

Auction Name

Auction Description

Buyer or [Create new buyer](#)

RFP# **Toll Free Number**

Auctioneer email **Re-enter Auctioneer email**

Currency **Auction URL**

Time Zone (GMT) **Greenwich Mean Time**

Start Date/Time 12/16/1999 09:00

End Date/Time 12/16/1999 17:00

Auction Strategy configuration:

Definition of new bid (in minutes) 10

Duration of Extension (in minutes) 5

Maximum number of extensions 12

Maximum % difference from previous bid 25.0

Minimum % difference from previous bid 1.0

Supplier idle time (for messages) in minutes 30

Done

SOURCING SYSTEM AND METHOD

Inventor: Thomas H. Slaight, et al.

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Express: EL501025223US

10-00-001

"Informal Drawings"

(014208.1375)

2106

Fig. 12C

Microsoft Internet Explorer - Binding - http://193.182.131.18:8080/servelet.com.jsp?project=akearney.cas3.gon2.admin.admin&nd

ATKEARNEY CAS³ Management

Master Maintenance
Auction Setup
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auctions

Auctioneer email: Re-enter Auctioneer email:

Currency: Auction URL:

Auction Strategy configuration:

Time Zone: (GMT) Greenwich Mean Time

Start Date/Time: 12/16/1999 09:00

End Date/Time: 12/16/1999 17:00

Definition of new bid (in minutes):

Duration of Extension (in minutes):

Maximum number of extensions:

Maximum % difference from previous bid:

Minimum % difference from previous bid:

Supplier idle time (for messages) in minutes:

Price % difference from best to trigger message:

Percent better than best bid to suggest:

Create New

Next

Done

Fig. 13

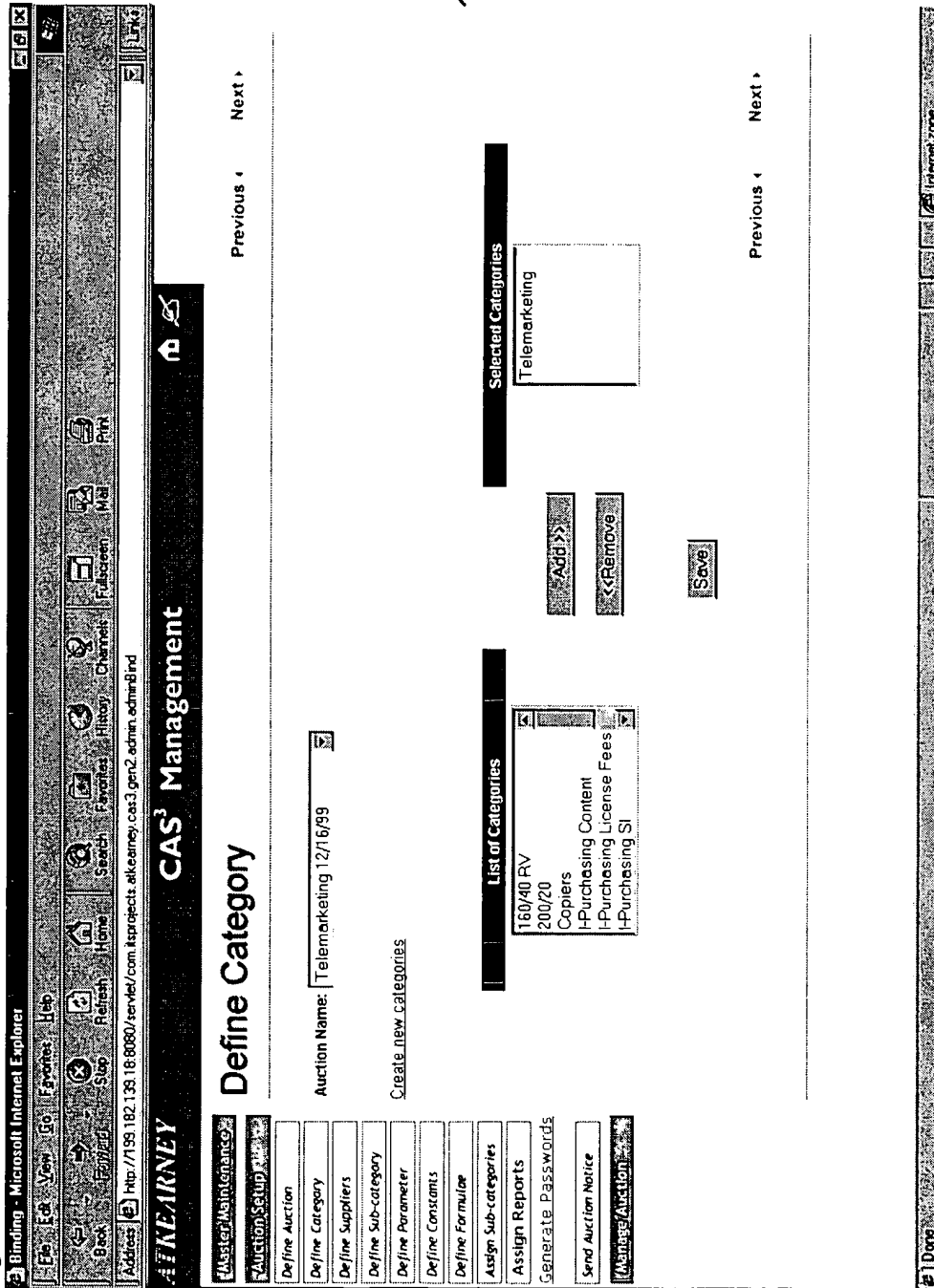
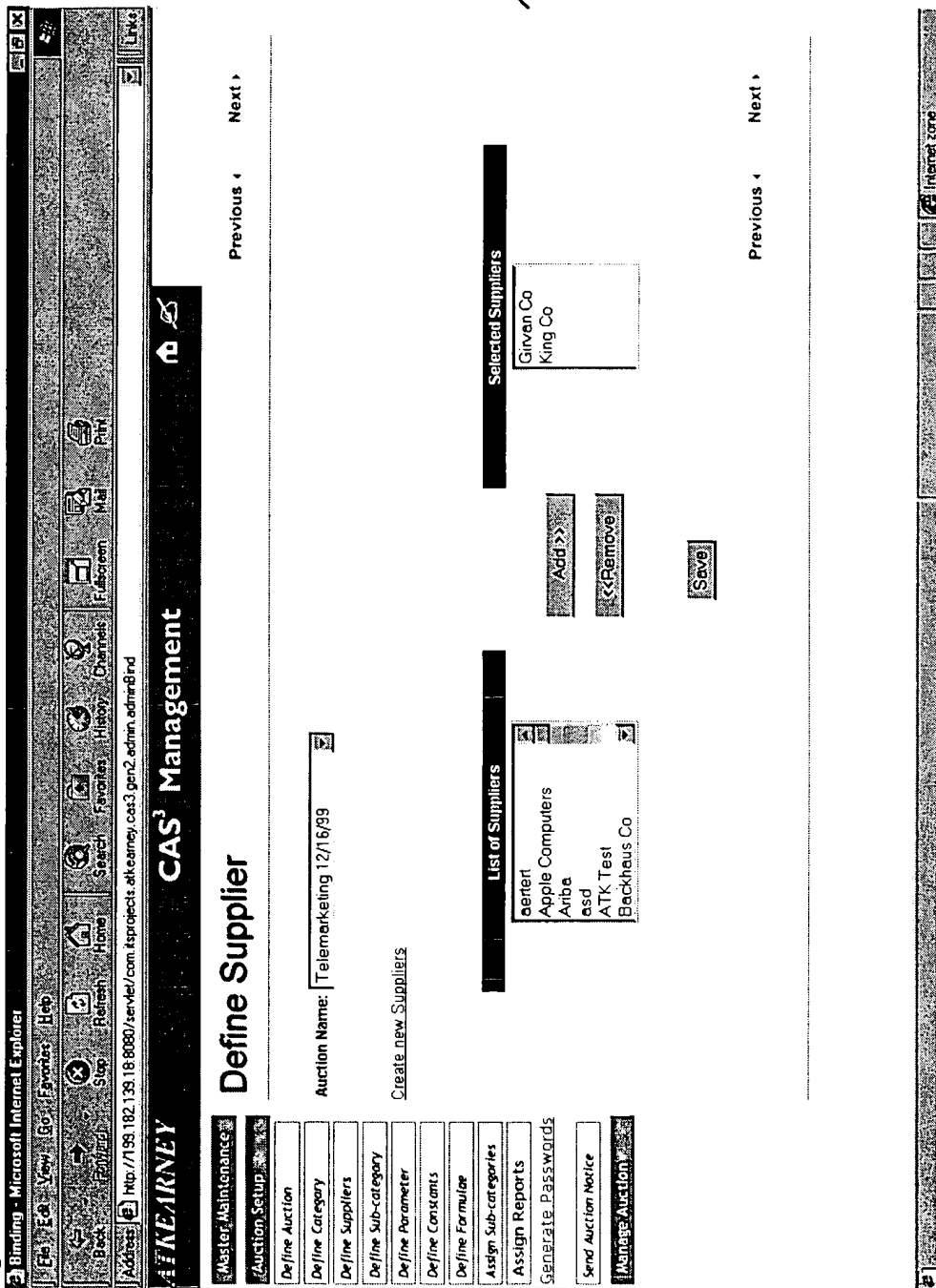


Fig. 14



~112

Fig. 15

Microsoft Internet Explorer
Address: http://193.182.139.18:8080/service/com.k2project.atkcarney.cas3.gen2.admin.admin.html
CAS Management
Define Sub-Category
Auction Name: Telemarketing 12/16/99
Category: Telemarketing
Create new Sub-category
Define Auction
Define Category
Define Suppliers
Define Sub-category
Define Parameter
Define Constants
Define Formulae
Assign Sub-categories
Assign Reports
Generate Passwords
Send Auction Notice
Manage Auction
Sub Categories
Quantity
Inbound sales 150000
Outbound sales 200000
Save
Previous Next
Internet zone

Fig. 16A

Binding - Microsoft Internet Explorer

Address: http://193.182.193.18:8080/service/com.tsp.projects.akt.easney.cas3.gm2.admin.adminBind

CAS³ Management

Define Parameter

Auction Name:
 Category:
 Sub Category:

Select the parameters to be used for the auction or Add new parameters

Select	Parameter	Unit Label	Baseline	Increasing Bids?
<input type="checkbox"/>	Price	\$/Hr	23.5	<input type="checkbox"/>
<input type="checkbox"/>	Purchase Annual			<input type="checkbox"/>
<input type="checkbox"/>	Interest Rate			<input type="checkbox"/>
<input type="checkbox"/>	Fixed bid			<input type="checkbox"/>
<input type="checkbox"/>	Test Parameter			<input type="checkbox"/>
<input type="checkbox"/>	Toner Cost			<input type="checkbox"/>
<input type="checkbox"/>	Toner Cost Per Page			<input type="checkbox"/>
<input type="checkbox"/>	Toner copying			<input type="checkbox"/>
<input checked="" type="checkbox"/>	Training	\$/Hr	14.5	<input type="checkbox"/>
<input type="checkbox"/>	Transportation Cost			<input type="checkbox"/>
<input type="checkbox"/>	Treadlife			<input type="checkbox"/>

Previous Next

Done

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CAS³ Management

<input type="checkbox"/>	Interpret Rate				
<input type="checkbox"/>	Maint Cost Per Page				
<input type="checkbox"/>	Operating Cost Per Page				
<input type="checkbox"/>	Signed bit				
<input type="checkbox"/>	Sorter				
<input type="checkbox"/>	Test Parameter				
<input type="checkbox"/>	Toner Cost				
<input type="checkbox"/>	Toner Cost Per Page				
<input type="checkbox"/>	Toner costpg				
<input checked="" type="checkbox"/>	Training	\$/Hr	145		
<input type="checkbox"/>	Transportation Cost				
<input type="checkbox"/>	Treadlife				
<input checked="" type="checkbox"/>	Vol Disc @ \$10M	%	0		<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	Vol Disc @ \$5M	%	0		<input checked="" type="checkbox"/>
<input type="checkbox"/>	Warranty Cost				

Previous Next

CAS³ Management

ATKINSON

[illegible]

Save

Previous ◀ Next ▶

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Fig. 17

CAS³ Management

Define Constants

Auction Name:

Category:

Sub Category:

Parameters:

Select the constants to be used in the formulas of the parameters or Add new constants

Select	Constants for Total Cost	Value
<input type="checkbox"/>	Total hours - inbound	
<input checked="" type="checkbox"/>	Total hours - outbound	200000.0
<input checked="" type="checkbox"/>	Training hours - outbound	5000.0
<input type="checkbox"/>	Training hours - inbound	

Save

Define Constants

Auction Name:

Category:

Sub Category:

Parameters:

Select the constants to be used in the formulas of the parameters or Add new constants

Select	Constants for Total Cost	Value
<input type="checkbox"/>	Total hours - inbound	
<input checked="" type="checkbox"/>	Total hours - outbound	200000.0
<input checked="" type="checkbox"/>	Training hours - outbound	5000.0
<input type="checkbox"/>	Training hours - inbound	

Save

Fig. 18

CAS³ Management

Assign Sub-categories

Auction Name:

Category:

Supplier:

Select	Sub-categories	Inbound	Parameters	RFP Bid
<input checked="" type="checkbox"/>	Inbound sales	<input type="checkbox"/>	Price	22.5
			Training	15.0
			Vol. Disc. @ \$5M	.05
			Vol. Disc. @ \$10M	1
			Switching Cost	5000.0
<input checked="" type="checkbox"/>	Outbound sales	<input type="checkbox"/>	Price	22.5
			Training	15.0
			Vol. Disc. @ \$5M	.05
			Vol. Disc. @ \$10M	1
			Switching Cost	5000.0

Save

Fig. 19A

Binding - Microsoft Internet Explorer
 Address: http://193.182.139.18:8080/verdel/conn.kspjects.alkarney.ca3.pcr2.admin.admin2ind
 Back Forward Stop Reload Home Search Favorites History Charms Filescreen Print

CAS' Management

Define Formulae

Previous <
Next >

Auction Name:

Category:

Sub Category:

Parameters:

Parameters **Operators** **Constants For Total Cost**

None Selected

Verify formula here:

Save
Clear
Copy Formula
Paste Formula
Backspace

Previous <
Next >

Parameter	Formula
Price	
Training	Training * Training hours * outbound / Total hours * outbound
Vol: Disc: @ \$10M	(Vol: Disc: @ \$10M * Price)

Done

~120

Fig. 19B

Binding - Microsoft Internet Explorer

Address: http://193.182.138.180800/server/com.kspjects.akt.barney.cas3.gen2.adm.adm8nd

CAS' Management

Define Formulae

Master/Maintenance
 Auction Setup
 Define Auction
 Define Category
 Define Suppliers
 Define Sub-category
 Define Parameter
 Define Constants
 Define Formulae
 Assign Sub-categories
 Assign Reports
 Generate Passwords
 Send Auction Notice
 Manage Auction

Previous Next

Auction Name: Telemarketing 3 - 12/15/99

Category: Telemarketing

Sub Category: Outbound sales

Parameters: Price

Parameters Operators Constants For Total Cost

None Selected None Selected

Verify formula here :

Save Clear Copy Formula Paste Formula Backspace

Parameter	Formula
Price	
Training	Training * Training hours * outbound * Total hours * outbound
Vol. Disc. @ \$10M	(Vol. Disc. @ \$10M * Price)
Vol. Disc. @ \$5M	(Vol. Disc. @ \$5M * Price)

Previous Next

120

Fig. 20A

Microsoft Internet Explorer
 Address: http://193.182.138.18:8080/service/com.fspjects.atl.easney.cas3.gen2.admin.adminBind

CAS' Management

Define Formulae

Previous
Next

Master Maintenance

- Auction Setup
- Define Auction
- Define Category
- Define Suppliers
- Define Sub-category
- Define Parameter
- Define Constants
- Define Formulae
- Assign Sub-categories
- Assign Reports
- Generate Passwords
- Send Auction Notice
- Manage Auction

Auction Name: Copiers & Printers - test

Category: Printers

Sub Category: Laser Printers

Parameters: Toner Cost Per Page

Parameters

None Selected

Operators

None Selected

Constants For Total Cost

None Selected

Verify formula here: Toner Cost Per Page * Number of Pgs/Yr/Printer

Save
Clear
Copy Formula
Paste Formula
Backspace

Parameter	Formula
Transportation Cost	
Warranty Cost	
Price	
Toner Cost Per Page	Toner Cost Per Page * Number of Pgs/Yr/Printer

Previous
Next

Done

Fig. 20B

Binding - Microsoft Internet Explorer
 Address: http://193.182.136.8080/servelet/com.kfsprojects.alk.earney.cas3.gen2.admten.admten8.html
 CAS³ Management
 Define Formulae

Previous < Next >

Auction Name: Tires 12/16/99
 Category: Tires 1
 Sub Category: Tire X
 Parameters: Treadlife

Parameters Operators Constants for Total Cost
 None Selected None Selected

Verify formula here:
 Total Miles / Treadlife * Price

Save Clear Copy Formula Paste Formula Backspace

Parameter Formula
 Price
 Treadlife
 Total Miles / Treadlife * Price

Master/Maintenance
 Auction Setup
 Define Auction
 Define Category
 Define Suppliers
 Define Sub-category
 Define Parameter
 Define Constants
 Define Formulae
 Assign Sub-categories
 Assign Reports
 Generate Passwords
 Send Auction Notice
 Manage Auction

Done Internet zone

Fig. 20C

Binding - Microsoft Internet Explorer

Address: http://193.182.139.18:8080/service/com.kspexect.akearney.cas3.gm2.admin.adminBind

KEARNEY CAS³ Management

Define Formulae

Previous < Next >

Auction Name: Telemarketing 12/16/99

Category: Telemarketing

Sub Category: Inbound sales

Parameters: Vol. Disc @ \$5M

Parameters Operators Constants For Total Cost

None Selected ☒ None Selected

Verify formula here: (- Vol. Disc. @ \$5M * Price)

Save Clear Copy Formula Paste Formula Backspace

Parameter	Formula
Price	
Training	Training * Training hours * Inbound / Total hours * Inbound
Vol. Disc @ \$10M	(Vol. Disc. @ \$10M * Price)
Vol. Disc @ \$5M	(Vol. Disc. @ \$5M * Price)

Master Maintenance

Auction Setup

Define Auction

Define Category

Define Suppliers

Define Sub-category

Define Parameter

Define Constants

Define Formulae

Assign Sub-categories

Assign Reports

Generate Passwords

Send Auction Notice

Manage Auction

Done

Fig. 21A

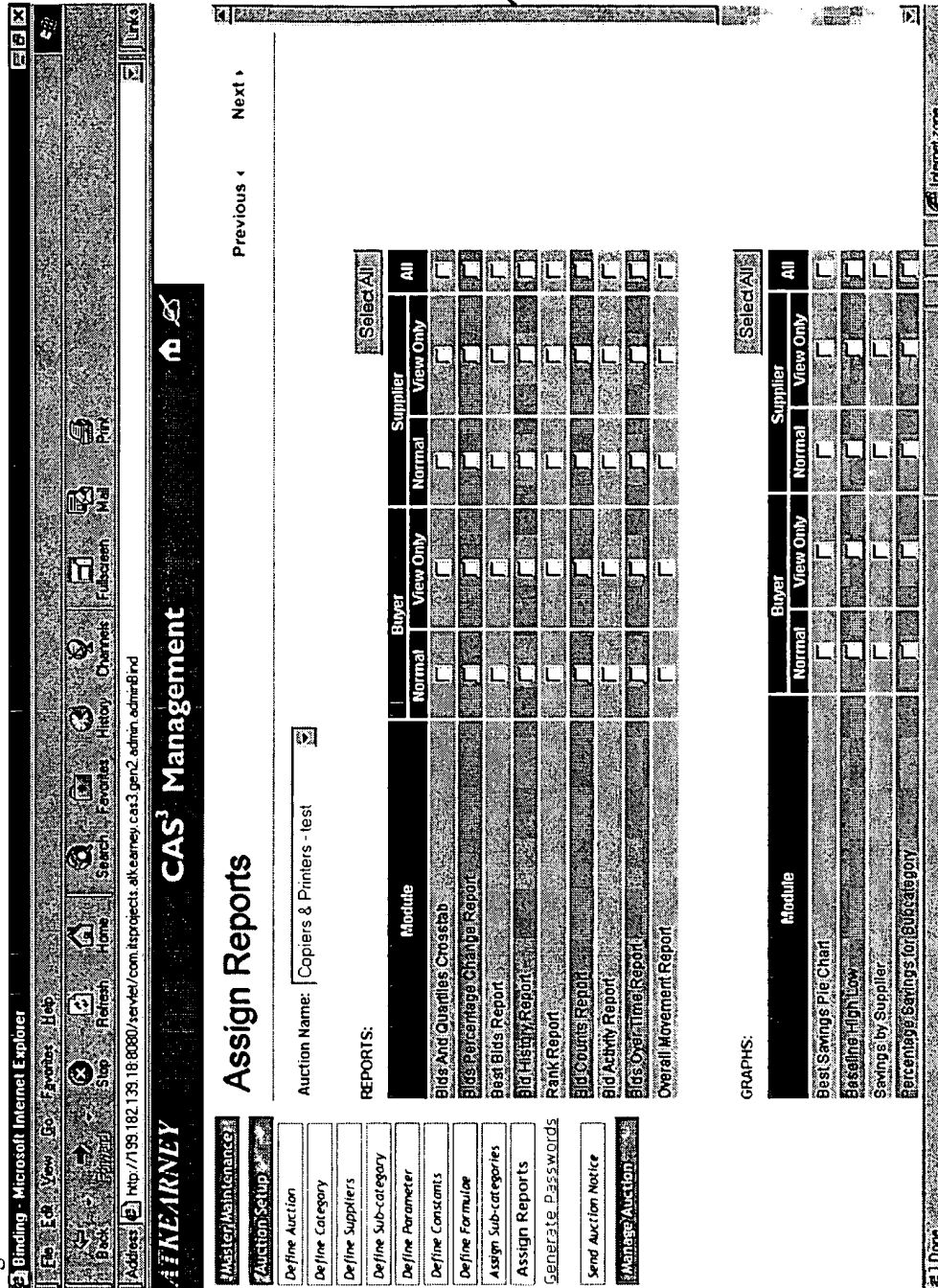


Fig. 21B

Binding - Microsoft Internet Explorer

Address: http://198.182.139.18:8080/server/com.ksp/objects.ckearney.ca3.gm2.adm.adminBind

CAS³ Management

CKEARNEY

Master/Maintenance
 Auction Setup
 Define Auction
 Define Category
 Define Suppliers
 Define Sub-category
 Define Parameter
 Define Constants
 Define Formulae
 Assign Sub-categories
 Assign Reports
 Generate Passwords
 Send Auction Notice
 Manage Auction

Best Bids Report
 Bid History Report
 Rank Report
 Bid Counts Report
 Bid Activity Report
 Bids Over Time Report
 Overall Movement Report

GRAPHS:
 Best Savings Pie Chart
 Baseline High/Low
 Savings by Supplier
 Percentage Savings for Subcategory
 Best Bid Chart
 Bid History Plot
 Rank Chart
 Current Bid Chart
 High/Low Chart

Save

Previous Next

Done Internal Zone

2/20

Fig. 22A

CAS³ Management

Send Auction Notice

Auction Names: Copiers & Printers - test

Auction Name	Description	RFP No	Start Time	End Time	Auction For Printer Co
Copiers & Printers - test	Copy of Demo 12/16/99, with different total cost . cr	12345	12-16-1999 11:00 PM GMT	800 No 800-123-4567	
					12-18-1999 10:00 PM GMT

You will log on to Auction at <http://199.182.139.18:8080/server/com.itprojects.atkearney.cas3.gen2.admin.admBnd>

Previous

Master Maintenance

- Auction Setup
- Define Auction
- Define Category
- Define Suppliers
- Define Sub-category
- Define Parameter
- Define Constants
- Define Formulae
- Assign Sub-categories
- Assign Reports
- Generate Passwords

Send Auction Notice

Manage Auction

Category

Sub Category	Price(Down) 9,500.00(\$ per unit)	Sorter (Down) 150.00(\$ per unit)	Operating Cost Per Page(Down) 0.05(\$ per page)	Mant. Cost Per Page(Down) 0.05(\$ per page)
Canon(Incumbent)	9,500.00	150.00	0.05	0.05
Ricoh	9,400.00	200.00	0.045	0.05

Color

Supplier	Price(Down) 15,000.00(\$ per unit)	Operating Cost Per Page(Down) 0.18(\$ per page)	Mant. Cost Per Page(Down) 0.07(\$ per page)
Canon(Incumbent)	14,500.00	0.015	0.07
Ricoh	16,000.00	0.25	0.07

Printers

Category

Fig. 22B

Binding - Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Full Screen Mail Print

Address http://199.182.139.18:8080/server/com.itsprojects.atkearney.cas3.gen2.admin.admin?nd

ATKEARNEY CAS³ Management

Auction Names: Telemarketing 3 - 12/16/99

Auction Name	Telemarketing 3 - 12/16/99
Description	Telemarketing services
RFP No	1
Start Time	12-17-1999 01:20 AM GMT
You will log on to Auction at	http://199.182.139.18:8080/server/com.itsprojects.atkearney.cas3.gen2.login

Auction For mark.com
800 No 123
End Time 12-17-1999 04:00 AM GMT

Send Auction Notice

Category	Telemarketing
Sub Category	Inbound sales
Supplier	
Price(Down)	23.50(\$Hr)
Training(Down)	14.50(\$Hr)
Vol. Disc. @ \$M(Up)	0.00(%)
Vol. Disc. @ \$10M(Up)	0.00(%)
King Co	22.50 15.00 0.05 0.10

Send Auction Notice

Sub Category	Outbound sales
Supplier	
Price(Down)	23.50(\$Hr)
Training(Down)	14.50(\$Hr)
Vol. Disc. @ \$M(Up)	0.00(%)
Vol. Disc. @ \$10M(Up)	0.00(%)
King Co	22.50 15.00 0.05 0.10

Send Auction Notice

Previous

Fig. 23

Microsoft Internet Explorer

File Edit View Go Favorites Help

Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Print

Address: http://193.182.133.18:8080/servelet/com.it.projects.atk.economy.cas3.gen2.auctionuser.Bind

equate Telemarketing 12/16/99
 auction Telemarketing 12/16/99
 a custom auction for
ATK EARNLEY
ceo dashboard

HOME MESSAGE CENTER PERSONALIZE
 LOGIN STATUS MODIFY BID SHOW PASS/WORD
 BUYERS CONSOLE WATCHLIST BID DETAILS ANALYSIS

Telemarketing
 LOGIN STATUS
 PURCHASE PRICE

Login Activity

Date and Time	Login Name	Auction Name	Login Activity
12/16/99 21:08:11 P.M.	King	Telemarketing 12/16/99	Logged In

Done

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~125

Fig. 23A

Microsoft Internet Explorer

Address: http://193.182.139.18:8080/servlet/com.itproject.alkamey.cas3.gen2.auctionuser.Bid

equa7u auction Telemarketing 3 - 12/15/99
 auction time remaining: 12/16/1999 11:00 PM
 a custom auction for:

buyers console

HOME MESSAGE CENTER PERSONALIZE
 LOGIN STATUS MODIFY BID SHOW PASSWORD
 CEO DASHBOARD WATCHLIST BID DETAILS ANALYSIS

Category: Telemarketing
 Start Time: 12/16/1999 08:20 PM
 End Time: 12/16/1999 11:00 PM

Parameters of the SubCategory:

Mark to include	Parameter name	Formula
<input checked="" type="checkbox"/>	Training	Training/Training hours - Inbound/Total hours - Inbound
<input checked="" type="checkbox"/>	Vol/Disc @ \$10M	(Vol/Disc @ \$10M Price)
<input checked="" type="checkbox"/>	Vol/Disc @ \$10M	(Vol/Disc @ \$10M Price)

Save

Fig. 24

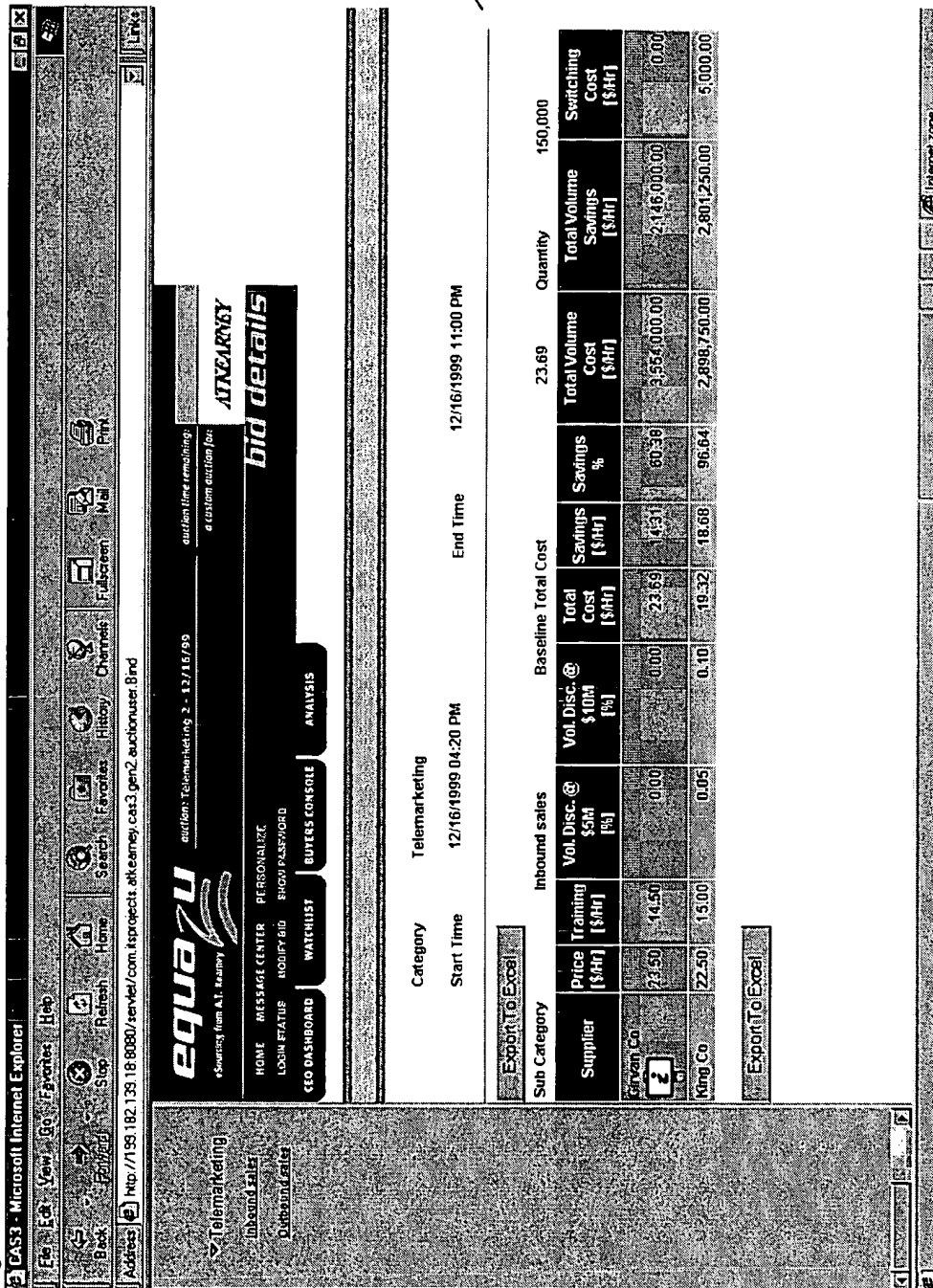


Fig. 25A

Microsoft Internet Explorer

Address: http://193.182.139.18:8080/serve/com/asp/objects/atearney/cas3/gen2/auctionuser/bid

equa U
 auction Telemarketing 3 - 12/15/99
 supplier King Co

HOME MESSAGE CENTER PERSONALIZE

ANALYSIS

Place Some Bid for Category Telemarketing

Category: Telemarketing
 Start Time: 12/16/1999 04:20 PM
 End Time: 12/16/1999 11:00 PM

Sub-category: Inbound sales
 Parameters: Price (\$/hr)
 Training (\$/hr)
 Vol. Disc. @ \$5M (%)
 Vol. Disc. @ \$10M (%)

Best Bid: 22.50
 14.50
 0.05
 0.10

Current Bid: 22.50
 15.00
 0.05
 0.10

Enter New Bid

Submit Reset

Sub-category: Outbound sales
 Parameters: Price (\$/hr)

Best Bid: 22.50

Current Bid: 22.50

Enter New Bid

Internet zone

Download picture http://193.182.139.18:8080/atearney/cas3/gen2/images/1mat/op2.gif

128

Fig. 25B

Microsoft Internet Explorer

Address: http://198.182.138.18:8080/serve/conn.asp?proj=at.earney.ca3.gm2.auctionuser:Bid

equa²U
 auction telemarketing 2 - 12/16/99
 supplier: King Co

HOME MESSAGE CENTER PERSONALIZE
 ANALYSIS

bid details

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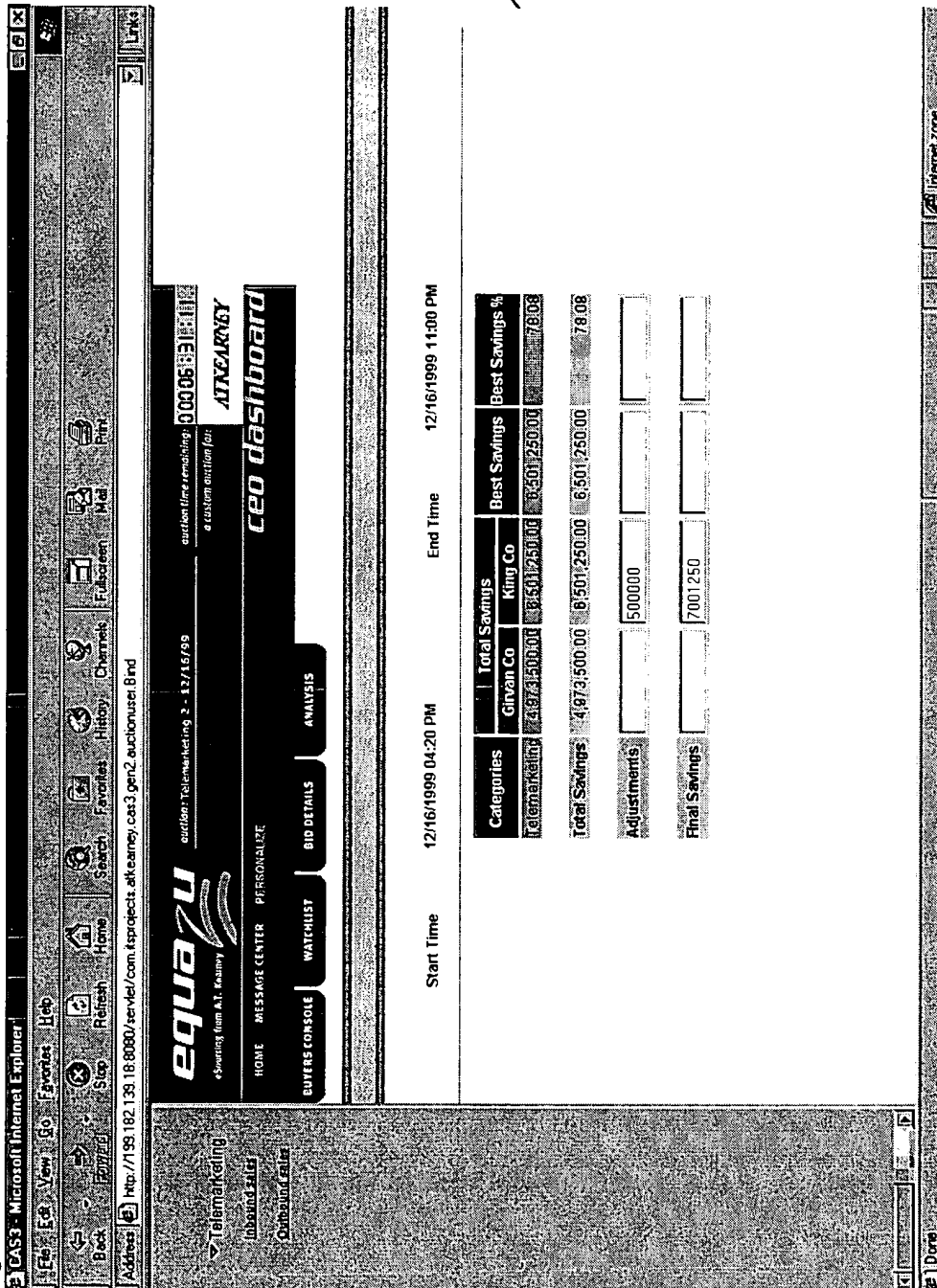
Sub-category	Parameters	Best Bid	Current Bid	Enter New Bid
Outbound sales	Price (\$/hr)	22.50	22.50	
	Training (\$/hr)	14.50	15.00	
	Vol. Disc. @ \$5M [%]	0.05	0.05	
	Vol. Disc. @ \$10M [%]	0.10	0.10	

Submit Reset

Submit Reset

16 Terms remaining! Downloading picture http://198.182.138.18:8080/at.earney.ca3.gm2/images/Timer/198.gi

Fig. 26



SOURCING SYSTEM AND METHOD

Inventor: Thomas H. Slaight, et al.

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Express: EL501025223US

10-00-001

"Informal Drawings"

(014208.1375)

~132

Fig. 27

EquaVu
e-sourcing from A.T. Kearney

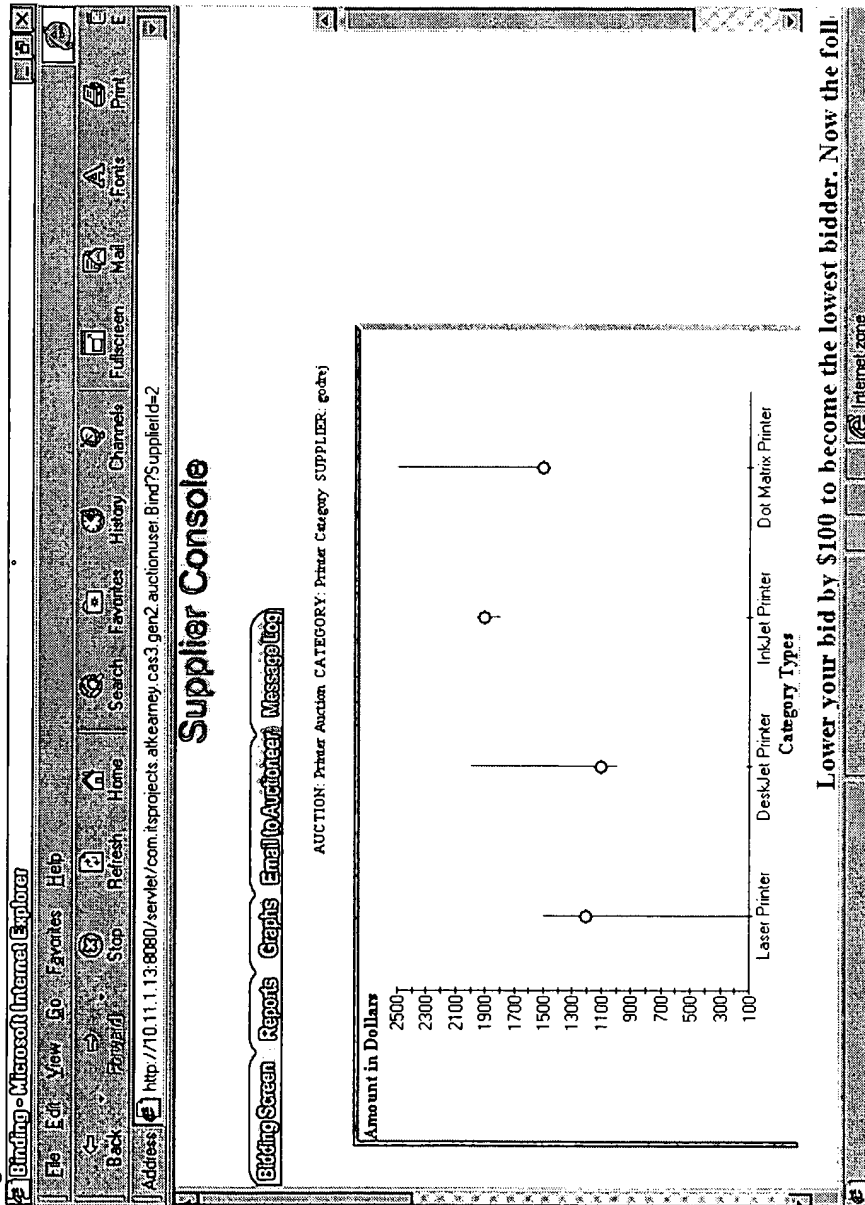
HOME MESSAGE CENTER PERSONALIZE
CEO DASHBOARD BUYERS CONSOLE BID DETAILS ANALYSIS

Telemarketing
Inbound sales
Outbound sales

Auction Details
Category: Telemarketing
Start Time: 12/16/1999 04:20 PM
End Time: 12/16/1999 11:00 PM

Sub Category	Inbound sales			Baseline Total Cost			Quantity
	Price (\$/Hr)	Total Cost (\$/Hr)	Savings (\$/Hr)	Total Volume Cost (\$/Hr)	Total Volume Savings (\$/Hr)	Switching Cost (\$/Hr)	
Supplier	23.50	23.08	14.31	3,554,000.00	2,116,000.00	0.00	150,000
Given Co	22.50	19.32	18.68	2,898,750.00	2,801,250.00	5,000.00	

Fig. 28



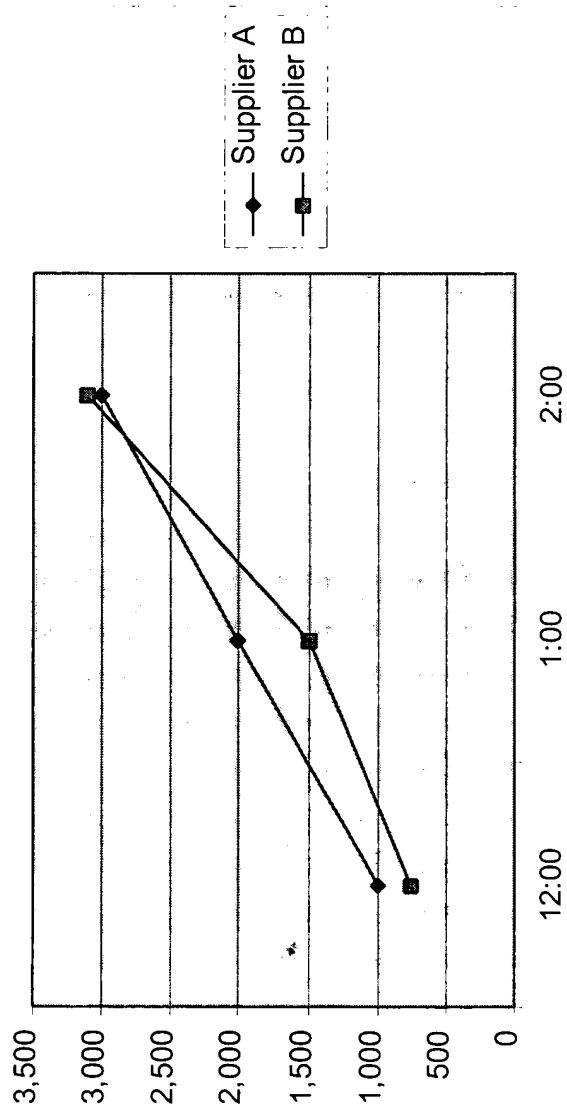


Fig. 29

Fig. 30

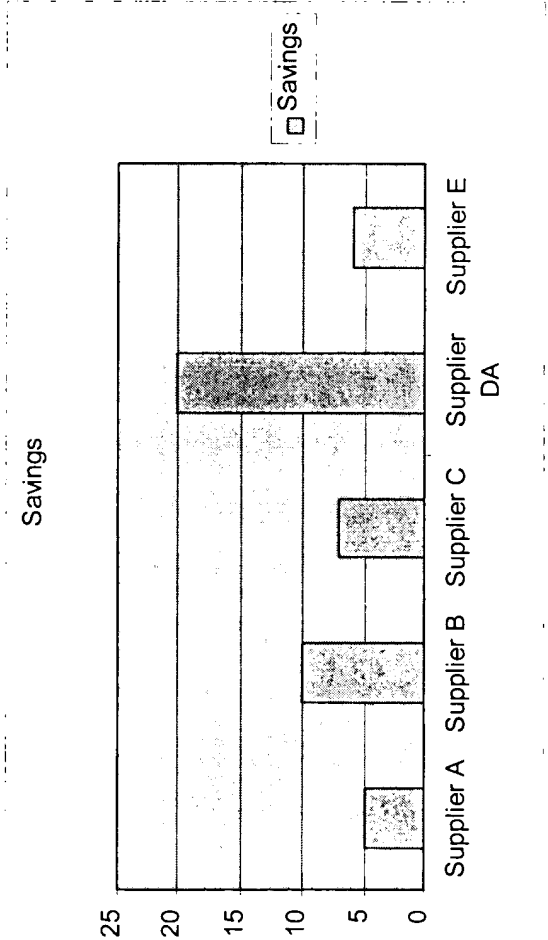


Fig. 31

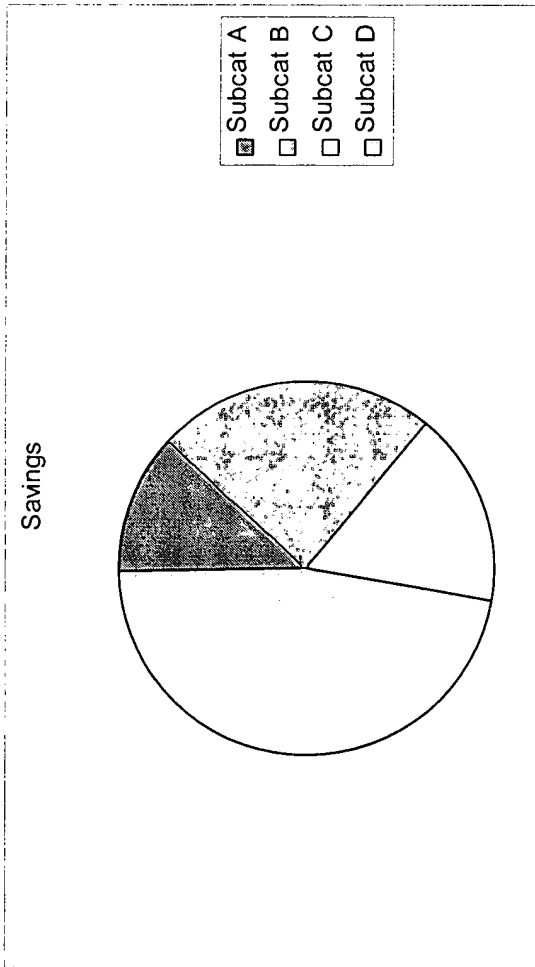


Fig. 32

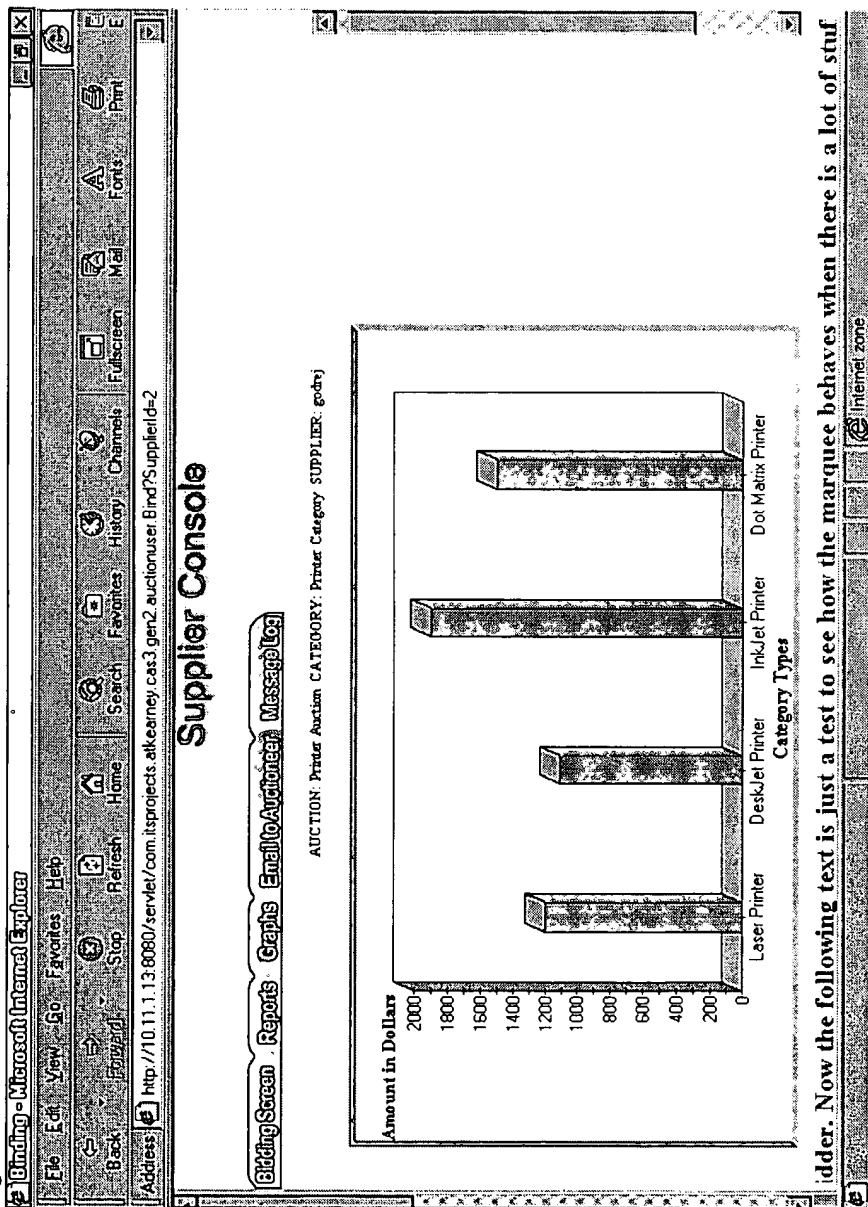


Fig. 33

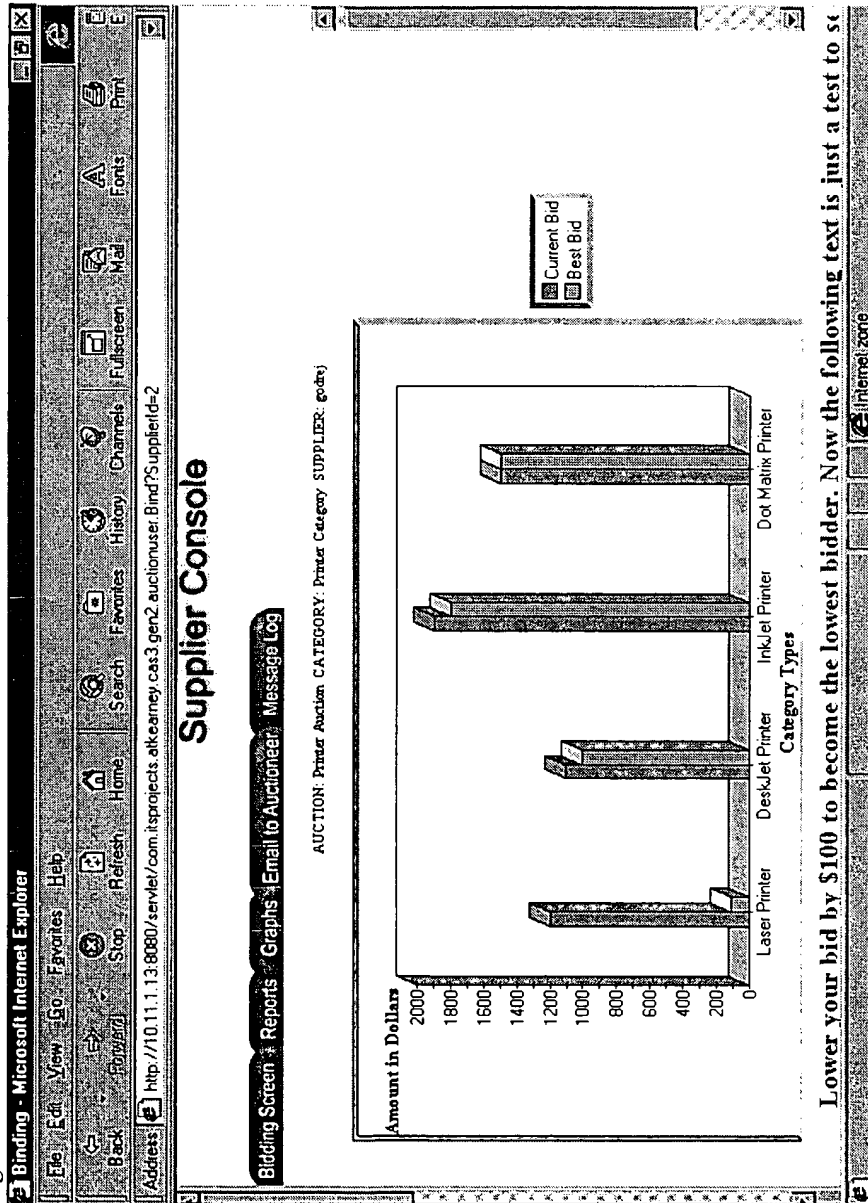


Fig. 34

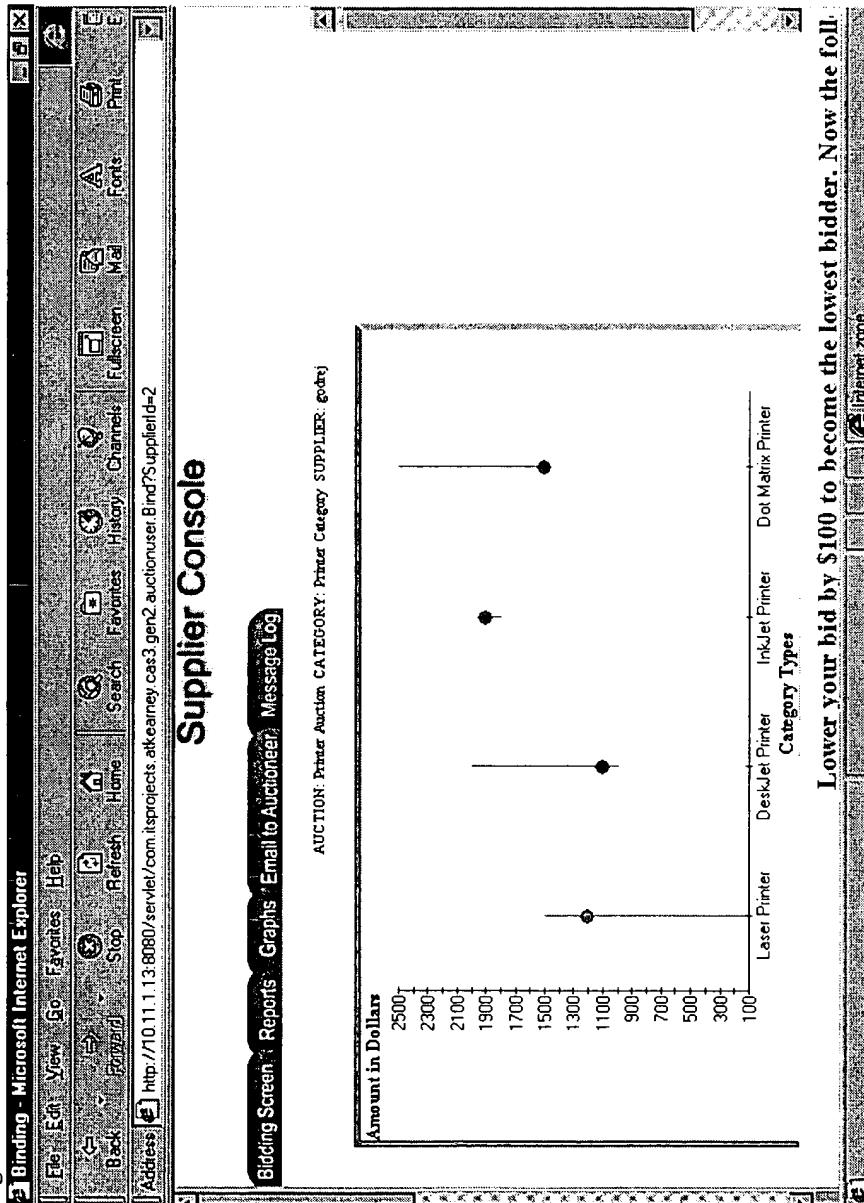
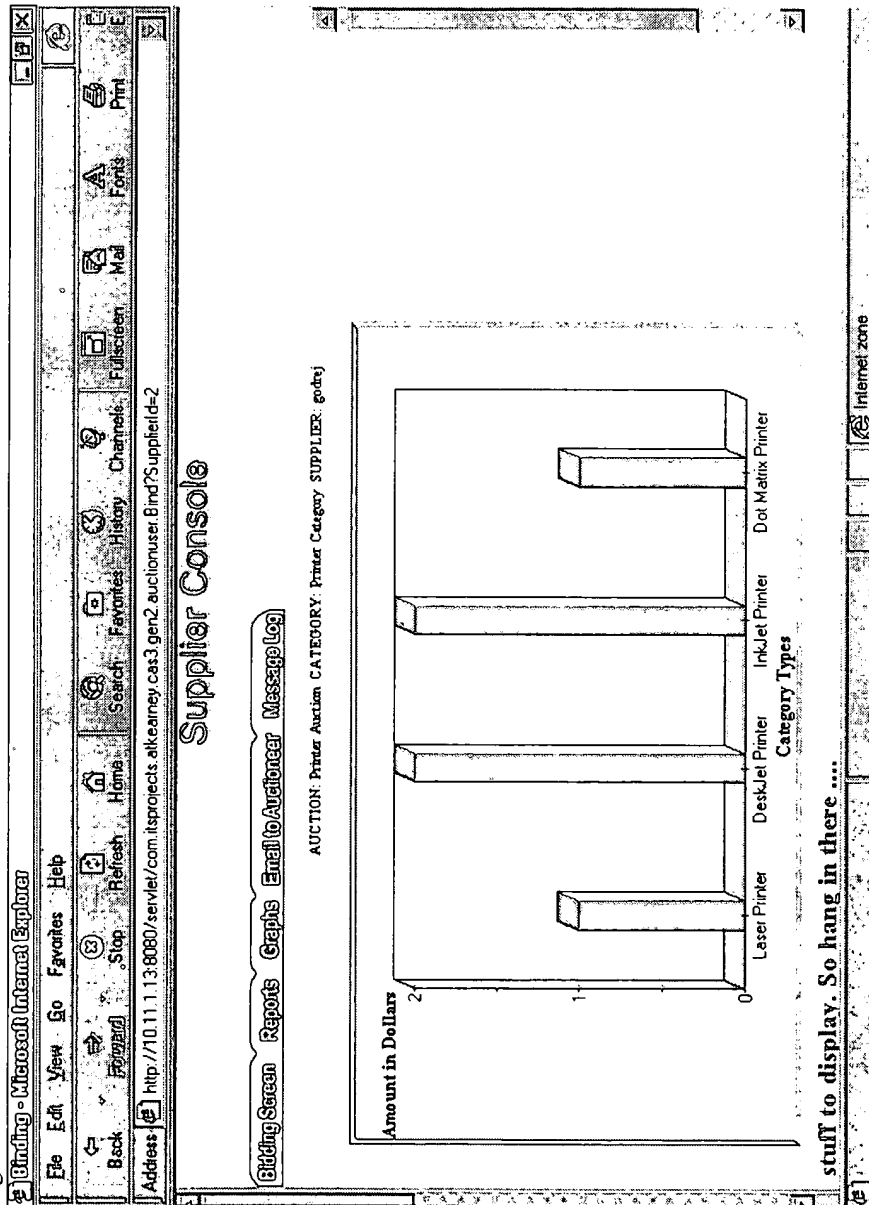
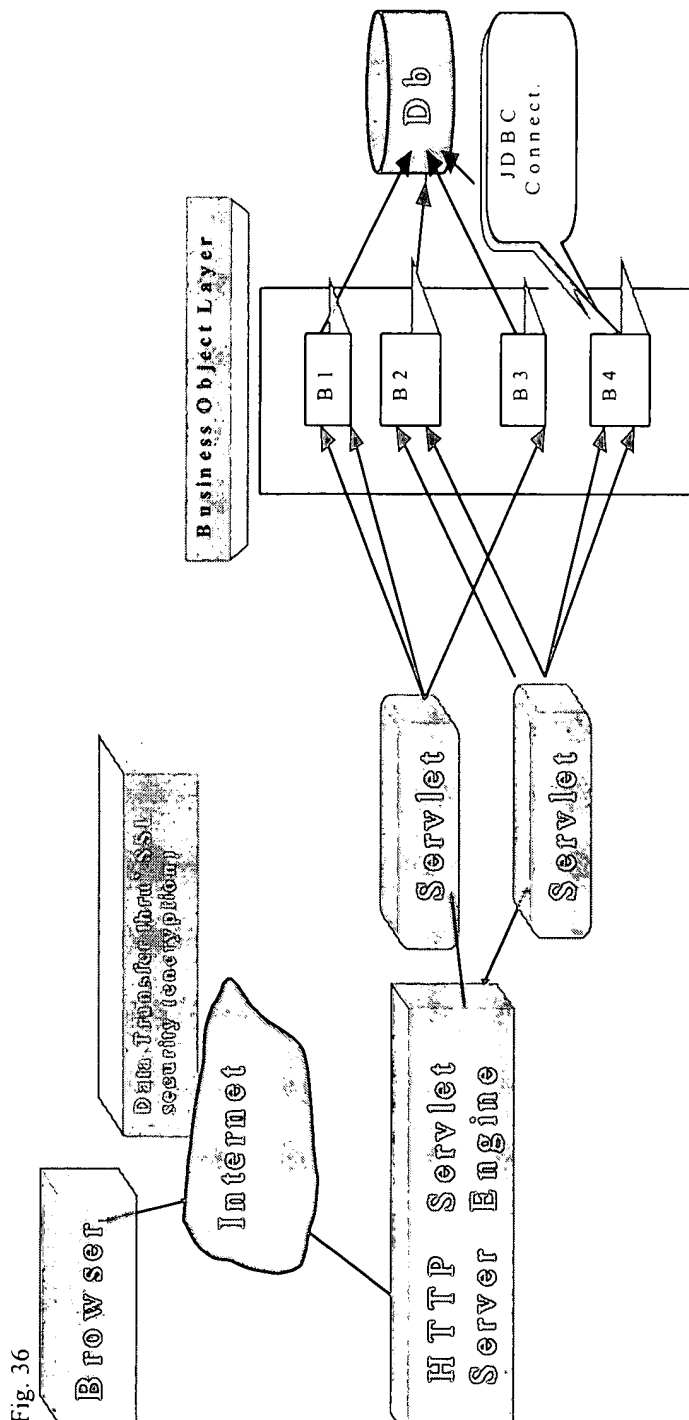


Fig. 35





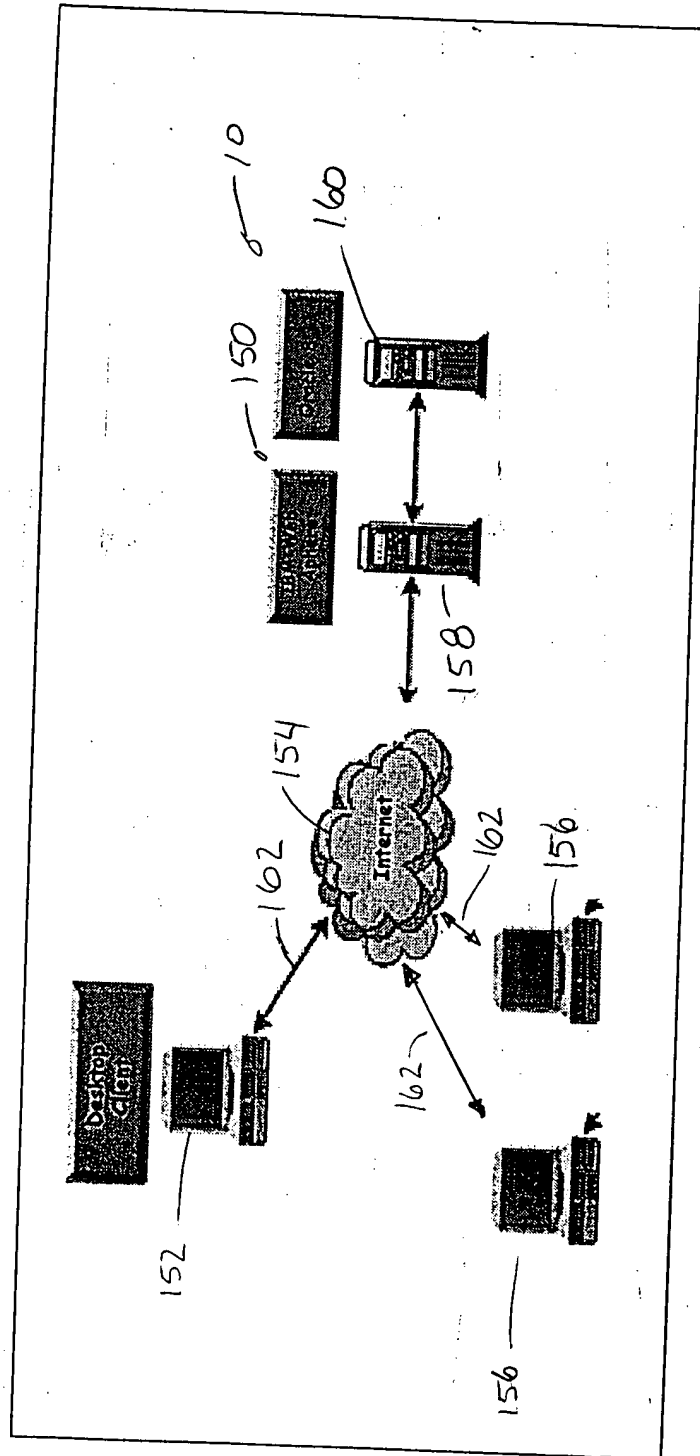


Fig. 37